



Small and Minority Business Support



This is how your business begins...

As a small business or minority business owner, you know the obstacles to beginning and growing a successful business. And if you haven't yet taken the first step on the entrepreneurial road, you're wondering, "Where in the world do I begin?" Whether your aspirations are on a global scale, or you'd like your new business to focus on local clientele and customers, we know that funding, logistics, regulations, taxes, and business plans can be overwhelming—you have a million questions.

TVA can help you find the answers. With an array of business services, loans, and partnerships with public and private organizations, we can help guide you toward your goals—so those bumpy beginnings turn into shining successes.

Our programs and initiatives are designed to stimulate capital investment, encourage the creation of jobs, build entrepreneurial skills, and create wealth to advance the economic health of the growing small business sector. TVA can provide you not only with electric power, but also with the power to succeed in business.

Minority Business Development Program

TVA supports the growth and expansion of minority and socially and economically disadvantaged businesses with tailored packages of technical, capital, and managerial assistance. One key feature of the program is the Minority Business Development Loan Fund (MBDLF), a revolving loan fund that provides for loans ranging from \$50,000 to \$500,000, depending on available funds. The MBDLF promotes job creation and stimulates capital investment to support the increased participation of minority-owned businesses in the Tennessee Valley.

Business Incubation Program

TVA supports business incubation as an investment in small business development to foster economic growth and diversify local economies. Business incubators are facilities that help establish new and expanding enterprises—tenants share services, equipment, and building space. TVA provides technical and financial assistance to support business incubation and entrepreneurial development. The TVA Business Incubation Network includes more than 20 incubator facilities in operation or being developed in the Valley. The Business Incubator Tenant Loan Fund is a revolving fund that is available to help tenants meet short-term needs for cash flow and operating capital.

Business Development Assistance

TVA supports small, disadvantaged, minority, and women-owned businesses through outreach activities, electronic tools, and business, technical, and financial assistance.

TVA offers a Web-based Online Business Resource Center to provide entrepreneurs with a tool to facilitate their search for business information. The site serves as an information gateway to valuable public and private resources on entrepreneurship, small business, industry organizations, and business services—with a focus on ensuring the growth and success of the Valley's business community. Topics that range from setting up your business plan to finding capital, doing taxes, and more are available in one convenient place to save valuable time. This Online Business Resource Center can be accessed at www.tva.com/econdev/obr. Please visit this knowledge portal often to learn about programs and services offered by TVA, Tennessee Valley organizations, and other online resources.



Small and Minority Business Mentoring

Small and minority businesses providing services to TVA receive support through TVA's mentoring program. This program helps small and minority businesses grow and enhance their business operations. Assistance includes matching suppliers with business opportunities, identifying key business contacts, encouraging joint ventures and alliances, and linking TVA procurement needs with manufacturers and businesses in the Tennessee Valley.

Partners

TVA's economic development programs are delivered in partnership with public and private organizations. Some of our partners include

- Distributors of TVA power
- Chambers of commerce and local economic development authorities
- TVA-supported business incubators
- State departments of economic and community development
- U. S. Small Business Administration
- U. S. Department of Commerce, Minority Business Development Agency
- Small business development centers
- Valley coalition of financial institutions for minority economic development.

"Because of a Minority Business Development Loan, we were able to purchase equipment and expand our business—42 new jobs and an additional \$2.3 million in payroll were created."

—Michael Eskridge, *President, Allied Electrical Contractors*

"TVA has been of great benefit to our business because of the availability of low-interest loans to help us establish and expand."

—Oliver Issac, *minority business owner, President, Manufacturers Industrial Group (MIG), Lexington, Tennessee*

"We have a board of advisors, access to investors, training like you would not believe, and being around other entrepreneurs is absolutely wonderful!"

—Terry Heaton, *Small Business Incubator tenant, President and CEO, ansir.com, Huntsville, Alabama*

"It's creating dreams for people who didn't have dreams."

—James Luvane, *Small Business Incubator graduate, Luvane Insurance, Holly Springs, Mississippi*

TVA and distributors of TVA power offer a wide range of economic development programs and services to support business, industry, and community needs.

Industrial Development and Expansion

- Economic Development Loan Fund
- Special Opportunities Counties Fund
- Existing Industries Program

Industrial Recruitment

- Tennessee Valley Industrial Development Association (TVIDA)
- Site Selector Information System

Technical Services

- Economic Research & Analysis
- Engineering and Architectural Design
- Environmental Review

Community Development

- Quality Communities Program
- Leadership Development and Strategic Planning
- Appalachian Regional Commission (ARC) Project Administration

www.tva.com/econdev

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